

# TOKYO WARS™



Specifications:  
4-Player Installed.  
90" H x 186.5" W x 98.5" D  
Power Consumption:  
(2) - 20 Amp's

Ignite your profits with **TOKYO WARS**, the most intense, body jolting combat game ever created!

Namco's Super System 22 fuels this powerful game. One to four players compete in a 3-D world utilizing state-of-the-art controls.

The recoil of the tank platform and fierce game play combine making **TOKYO WARS** a blast to play!

Each four-player game purchased includes a tournament kit complete with T-shirts and posters to enhance this unique attraction.

A standard twin version will be available soon!

**IT'S NOT JUST A GAME, IT'S A VAULT!**

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

Namco America Inc.  
150 Charcot Avenue  
San Jose, CA 95131  
(408) 383-3900  
Fax: (408) 383-0128

Namco America Inc.  
Sales Office  
877 Supreme Drive  
 Bensenville, IL 60106  
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Fax: (630) 238-9333  
<http://www.namco.com>

**namco**  
The Game Creator

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# TIME OUT

DECEMBER 1996

# SCARED STIFF



Coin Cascade Ltd.,  
5 Vulcan Place, Christchurch,  
Ph 338 1411, Fax 338 1410

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*Bally*

3401 N. California Ave. • Chicago, IL 60618 • (312) 961-1000 • Fax (312) 961-1060 • <http://www.bally.com>



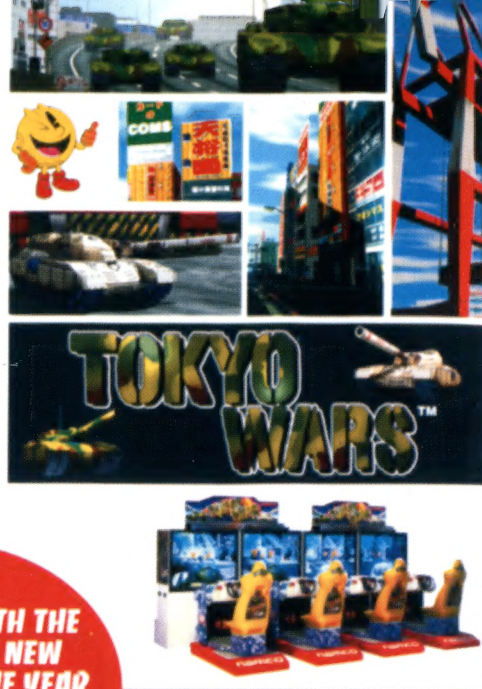
**NOBODY DOES IT BETTER**



**HONoured WITH THE  
IAAPA'S BEST NEW  
PRODUCT OF THE YEAR  
AWARD FOR 2  
CONSECUTIVE YEARS!**

**ALPINE  
SURFER**

**NAMCO HAS DONE IT AGAIN!**



**PROP CYCLE**  
**IT'S INCREDIBLE!**

**namco**  
The Game Creator

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# NEO 50 II



This highly-profitable 50-inch screen MVS is making its debut as the new standard on the amusement scene!  
With "NEO 50 II" featuring the big screen monitor that can switch between 2 frequencies automatically, you are able to enjoy two different frequencies of games.

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

A new type of 50-inch big screen which is able to switch between 2 different frequencies automatically!

The monitor can switch between frequencies for games having different kinds of horizontal frequency outputs. Not necessary to manually adjust the monitor when mounting a JAMMA standard PCB (15.75kHz) or even a board of another standard (24.83kHz).

Of course, able to mount JAMMA standard games.

By switching the built-in connectors, it is able to mount JAMMA standard game PCBs with ease. This useful function of NEO 50 still remains.

**NOW IN STOCK**

- Colorful new design has a remarkable eye-catching effect!
- Operational performance has been drastically improved with the reconfiguration of the control panel buttons!
- Easy-to-adjust monitor screen with attached remote control!

#### NEO50 II Specifications

• Mounting 50-inch PTY monitor that can switch between 2 frequencies automatically • Mounting NEO-MVH MV2 as standard • Able to mount JAMMA PCB • Standard installation dimensions (Width) 1146 (Depth) 2,000-3,200 (adjustable) • (Overall height) 1,900 • Power supply: AC100V ~ 10V(50/60Hz) • Power consumption: 210W • Gross weight: 300kg • Specifications and appearance are subject to change without previous notice.



# CLASSIFIEDS

## FOR SALE

World Heroes	\$100
Art of Fighting	\$100
Karnovs Revenge	\$350
Samurai Shodown	\$150
NBA Jam	\$700
Mortal Kombat 1	\$500
Mortal Kombat II	\$700
Super Street Fighter "B"	\$100
Final Lap 2 Twin	\$3800
Time Killers	\$300
Indiana Jones	\$3200

**PH SAYAD PASHA 07 843 0407**

## BUSINESS FOR SALE

Over 60 units on good locations. Includes pinballs, pool tables, jukeboxes, skilltester, twin drivers and 13 x 25" Simpo cabinets. Well set up and will consider selling separately.

**PH ROBERT BRIGGS  
025 946 724**

## FOR SALE

Gun Cabinet Lethal Enforcers 26" dedicated upright, NRI and credit board. Game and guns removed, ready for new game. Offers? Killer Instinct - dedicated \$4950 Package deal, approx 60 games, mostly on sites, but can be sold either way. Includes 6 pinballs, 10 26" games with NRI's, some dedicated, many good reconditioned older cabinets, plus spare cabinets and PCBs. Must be sold, A good buy for someone. Make an offer.

**PH KELVYN 03 352 9280  
OR 025 320 565**

## PINBALLS FOR SALE

Addams Family	\$4500
Terminator 2	\$3000
Fish Tales	\$2000
Street Fighter	\$2000
Cue Ball Wizard	\$2000
Doctor Who	\$3500

Getaway	\$3000
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## DEDICATED FOR SALE

Cruisn' USA twin exc. condition	\$19,000
Suzuka 8 Hours	\$17,000

**PH RICHARD 021 943 451**

## FOR SALE

Virtua Racer twin driver	\$11000
9ft x 4.5ft international pool table, red cloth non coin mech type	\$5000
Assorted pinballs. All types, some early models, many later models from \$600 also lots of early pinball parts.	

**PH GEOFF 025 420 959**

## DEDICATED FOR SALE

Cyber Sled 26" twin sit down	\$9000
Exhaust Note 26" twin sit down	\$8750
Grand Prix Star 26" twin sit down	\$8250
Lethal Enforcer 25" Cabinet	\$4200
Revolution X 25" Cabinet	\$5990
Stadium Cross 26" twin	\$10,000
Virtua Racer 26" twin sit down	\$12,500
Winning Run Deluxe Mover	\$5250

## PCB FOR SALE

Armoured Warriors (B)	\$450
Dark Stalkers (B)	\$400
Gunbird	\$500
Jackie Chan	\$750
Karate Tournament	\$250
Lethal Enforcer Kit	\$1350
Lord of the Gun	\$500
Major Title	\$450
Mortal Kombat	\$600
Mortal Kombat 2	\$900
Ultimate Mortal Kombat 3	\$1850
NBA Jam TE	\$1250
Street Fighter 2 CE	\$250
Street Fighter 2 Hyper Fight	\$250
Street Fighter 2 Turbo (B)	\$300
Street Fighter Alpha (B)	\$900
Street Fighter Alpha 2 (B)	\$1250
Tekken	\$1550

**PH BEVAN 09 525 0200**



# Holiday Greetings



*From all of us at Coin Cascade,  
Time Out, Auckland Coin,  
Magenta Coin & Spacetec Coin*



# HOLIDAY STRESS LOOMS

No doubt about it - the holiday season can be the most trying for people who deal with customers. And many customers may vent their frustrations on the people trying to serve them. But you don't have to fall victim to these actions. How well do you cope with the cranky customers and added holiday stress? Take the following quiz to find out.

Your score: A score of eight or more YES answers indicates you have good coping skills. You'll need to regroup before things start humming - that is, of course, if you plan to give great service while keeping your sanity.

1. Are you fully aware that you control your own moods, even during stressful times?
2. Do you realise that customers' crankiness most likely has nothing to do with you or your work performance?

3. Do you try to be extra pleasant when customers seem impatient?
4. Do you have the congeniality to get even a dour customers to crack a smile?
5. Are you sympathetic to what customers are experiencing during the holiday rush?
6. At home, do you try to get yourself organised to prepare for the holiday season?
7. Do you try to understand customer worries about price, or what to choose, in the Christmas rush?
8. Do you schedule some leisure time for yourself during this stressful time?
9. When you're having a rough day, do you do something nice for yourself?
10. Do you avoid letting customers' (and maybe even co-workers') crankiness rub off on you?



# SPEEDY



1. Playing field made out of high pressure black laminate.

2. Wood top frame covered with scratch and fire resistant performed laminate.

3. Equipped with electrical coin mechanisms available for tokens or any kind of coin.

4. Digital display fixed to the top frame for goals, credits and time to play. The game can be equipped, on request, with a metal roll bar with double display on the top of it.

5. The game can be equipped, on request, with an electronic coin mechanism able to accept up to 6 different kinds of coins.

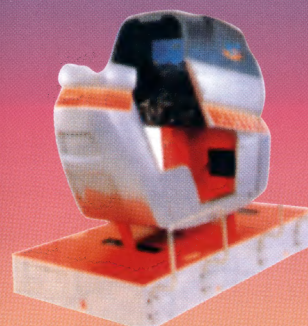
7. Easily detachable metal legs proved with levellers.

8. Each game is packed in a solid wood crate. The 4 legs are packed separately in a carton box.

9. Each table is equipped with 4 pucks and 2 hammers.

The assembly is very quick, screw in the legs, the speedy still packed on one side. After this you turn the speedy to the normal position and take off the packing.

# WHAT'S HOT



## WINNING RUN DX

- Car racing • Complete with NRI mech

**ONLY \$4000**



## BIG BERTHA

- Great family favourite • Complete with electronic coin acceptor

**ONLY \$6000**



## OUTRUN DX

- Full car unit • Golden oldy with good regular earnings • Complete with elec. acceptors

**ONLY \$5000**



## CYBERSLED - TWIN TANK FIGHTING GAME

- Complete with elec. coin acceptors

**ONLY \$7000**



## FOUR TRAX TWIN MOTORCYCLE

- Great earner • Complete with electronic coin acceptor

**ONLY \$7000**



# WHAT'S HOT!



## LINE OF FIRE - TWIN GUN GAME

- Ideal for hotels etc • Impressive cabinet • Complete with electronic acceptors
- ONLY \$3800**



## SOLVALU

- Huge "lens projector screen" • Great space combat • Complete with electronic acceptors
- ONLY \$5900**



## STRIKE FIGHTER DELUX

- Great Sega simulator - air combat • Complete with electronic acceptors
- ONLY \$7800**



## TITLE FIGHT - TWIN BOXING

- Twin screens & boxing action • Unique cabinet • Complete with electronic acceptors
- ONLY \$3850**

**"ASK ABOUT OUR FINANCE OPTIONS"**  
**CALL TOLL FREE 0800 TIMEOUT (846 3688)**

**Auckland/Northland:** Bevin Fisher Ph 09 525-0200 Mobile 021 622-319 Fax 09 525-0250  
**Central:** Robert Briggs Ph 07 346-3783 Mobile 025 946-724 Pg 0508 888-777 Fax 07 346-3784  
**Lower N/I:** Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657  
**South Island:** Gary Walker Ph 03 338-1411 Fax 03 338-1410

**Truism WORLD**

Germany, Mexico, Japan, China, England, France, Italy, Egypt

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

- Link up to 4 games!
- Two Models
  - Standard sit-down unit with 25" monitor
  - Deluxe unit with 33" monitor
- Improved Hardware
  - more detailed resolution
  - more responsive
- 12 Countries

**MIDWAY**  
Games Inc.

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Nintendo



# ON YOUR MARK ...



Comedian Mark Russell is going around these days, singing new lyrics to an old 1950s loveballad: "Take my hand, I'm a stranger in Cyberspace...I'm lost on the Internet...I haven't a clue." Lots of coin machine people would be happy to join the chorus. They feel confused, or curious, or hostile, and in some cases, downright scared. The big fear is that AT&T, TeleCommunications Inc., Time Warner and the like will someday take over our business. Some of coin-op's most thoughtful distributors belong to the nervous group. Whether young turks or veterans, these distributors are right up to date with e-mail and browsing the Internet, maybe even advertising on the Net themselves. But precisely because they are computer literate, they realise how much more is possible (or likely), and it scares them. In five or six years, digital downloading from low-orbit satellites could feed game and music software to every major location across America. Who is going to own and control these networks? Will it be small operators, the industry's heart and soul for more than a century? Or, will downloading nets be run by multi-billion dollar conglomerates - who have already swallowed up so much of the entertainment and communications biz?

The fear is understandable and in some respects, realistic. A stark headline in a recent edition of the LA Times said this about mom & pop Internet Service Providers (ISPs): "Big Guys May Force ISPs to Improve or Die." The story talked about how AT&T had launched its low-priced Internet service last March, throwing a scare into "mom & pops" who provide Net access to a small, regional customer base (small, in this case, meaning about 5,000 accounts). Worried that the same syndrome could afflict

coin-op, the distributors mentioned above are quietly urging customers to consider "what your future will be in this business ... if any." And, they are wondering what their own future in coin-op will be ... if any.

In my opinion, there are sound reasons for both hope and concern. Yes, eventually we could see giant

conglomerates running digital satellite networks to download entertainment (games & music) to many of the big location chains and many of the most-desirable solo locations. However, I believe there will also be room for the (relatively) small company and the independent business owner. Secretary of Labour Robert Reich thinks so, too. When citizens worry that hi-tech is throwing people out of work, Reich points to the highest employment figures in years, and he says advanced technology is upgrading many blue-collar jobs. (Reich's favourite example is the service man on the road - whether he's fixing telephones, washing machines or video games - who uses a handheld data port device to get technical information and support from the office, in order to solve problems in the field). As for the "big vs. little" angle, look at the payphone industry: AT&T owns less of it today than ever before. Small and medium-sized payphone firms simply buy satellite time from the big guys!

Of course, coin-op still has several "technophobes" who hang their staple equipment and repeatedly chant the famous mantra, "You can't send a pool table over a wire." I have an answer for them: no, you can't send a pool table over a wire, but you could sure run a superior pool tournament over a wire ... and in many cases it's leagues and tournaments, not the equipment itself, that make staple games profitable.

The bottom line is that technology will revolutionise the business. Coin-op will be more "corporate" in the future, but their will always be room for go-getters of all sizes: large, small or in-between. As always, the most important resource isn't locations, computers or even capital; it's an open mind and entrepreneurial spirit.

# CLASSIFIEDS

Sega Rally Championship 26" \$35,000  
Sega Indy 500 39" DX POA

**PH BEVAN 09 525 0200**

## PINBALL FOR SALE

The Shadow \$3600  
Star Trek \$3500

**PH MIKE OR STEVE 03 442 6411**

## PCBS FOR SALE

Jackal \$50  
Mortal Kombat 2 \$500  
Street Fighter 2 \$200  
Tekken 1 \$800

**PH MIKE 09 309 3127**

## JUKEBOXES FOR SALE

Rockola 160 \$800  
Rockola 200 \$600  
Rowe Combo 6 disc \$1700  
Rowe Combo 10 disc \$1700  
Fishtales \$1900  
Getaway \$1900  
Twilight Zone \$2400  
Machine \$1200  
Space Station \$500  
Jokerz \$600  
Taxi \$700  
Table Soccer \$600

**PH 025 452 771**

## FOR SALE

Lethal Enforcers \$2800  
Final Lap 3 twin \$7000  
Virtual Fighter \$3500

Neo Geo 6 Slot \$4500

## PCBS FOR SALE

Mortal Kombat 3 Ultimate \$1500  
Street Fighter II Turbo (B) \$300  
Eco Fighters (B) \$300  
Predator vs Alien (B) \$300

**PH 09 524 2639**

## PINBALLS FOR SALE

T2 \$1300  
Star Trek \$3500  
Addams Family \$2900  
Fishtales \$2300  
Twilight Zone \$3400  
Creatures \$2400  
Getaway \$1900

## NEO-GEO FOR SALE

World Heroes 2 \$180  
Art of Fighting \$120  
Fatal Fury 2 \$120  
Ninja Combat \$75  
Soccer Brawl \$190  
Magicians Lord \$100  
Magical Drop \$290

Time Pilot \$195  
Final Fight \$140  
P-47 \$140  
Combatribes 3p \$95  
Donkey Kong \$195  
Pheonix \$195  
Crudebuster \$95

**PH MARK 021 678 757**

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# CLASSIFIEDS

3x Street Fighter Two	\$250
1x Street Fighter The Movie	\$1200
1x Street Fighter Alpha 1 (B)	\$950
1x Tekken 1	\$1000
1x Tekken 2	\$2100
1x Toshinden	\$1500
1x X-Men (B)	\$900

## CABINETS FOR SALE

Red Uprights 26" video game cabinets, electronic mechs	\$2000
Red Lowboys 26" video game cabinets, NRI mechs	\$1800

## PINBALLS FOR SALE

The Flintstones	\$4800
The Shadow	\$4800

PH 09 524 5773

## FOR SALE

Black Rose	\$1900
Congo	\$5000
Corvette	\$3000
Creatures	\$2000
Demolition Man	\$4300
Dirty Harry	\$4300
Dr Who	\$2500
Fishtales	\$2100
Flintstones	\$3700
Getaway	\$1500
Guns & Roses	\$3600
Hook	\$1400
Indiana Jones	\$4200
Jokez	\$900
Judge Dredd	\$3000
Last Action Hero	\$2200
Partyzone	\$1400
Police Force	\$900
Popeye	\$3000
Riverboat	\$900
Roadshow	\$5500
Simpsons	\$1000
Star Wars	\$2000
Star Trek	\$3500

Taxi	\$900
Terminator 2	\$1500
The Shadow	\$5400
Theatre of Magic	\$7000
Transporter	\$900
Twilight Zone	\$2800
Whitewater	\$2100
Who Dunnit	\$6000
World Cup 94	\$4700

## DEDICATED FOR SALE

3P Off Road	\$1400
After Burner 2 Upright	\$1500
Coco the Clown	\$5800
Lethal Enforcer PCB	\$1400
Hit the Ice 4p	\$1800
Line of Fire	\$2300
Lord of Gun Kit	\$1500
Mobil Gundam Kit	\$1000
Operation Thunderbolt	\$1000
Rad Rally twin	\$7000
SCI Dedicated Upright	\$2200
SST Air Hockeys	\$2800
Space Gun	\$2500
T2 Gun	\$3000
Virtua Fighter 2	\$8000
Virtua Fighter	\$4000
Virtua Racer twin	\$13,500

PH KEN OR MIKE 04 389 3919

## FOR SALE

Birdy Try	\$200
Asterix	\$250
Space Gun	\$4900
Judge Dredd	\$2100
Indy Jones	\$4000
Dungeons & Dragons 2 "B"	\$1100
Warriors of Fate	\$400

PH 03 338 1411

## FOR SALE

Alpine Racer 50"	\$33,500
Cruisin' USA 26"	\$19,000
Sega Daytona USA 26"	\$29,900

# WHATS HAPPENING

## \$NZ 50 BILLION MALL FOR MANHATTAN

A \$NZ50 billion mall is planned for New York, N.Y., as the prime recreation, convention, sports, and shopping destination. Developer Leon Hayblum will construct the high-tech city beneath Central Park. With more than 100 million square feet, it will be the largest single urban development in the world.

The complex will include shops, restaurants, stadiums, pools, offices, hotels, several theme parks, night clubs, live theaters, and multi- and mega-screen cinemas. A monorail will take visitors through the marbled shopping mall and other attractions that will be separated into geographical or historical themed areas such as Little Europe, Asiatown, Cosmopolitan Square, and Queen Victoria Antiques, Arts and Crafts Center.

## VIDEO GAMES MAY BE GOOD FOR YOU

A British academic claims that a short time spent playing video games may actually be good for you. Professor Phil Evans - a psychologist at the University of Westminster, London - has found that a positive response in the immune system results from brief indulgence in a game such as Doom. Those hopeful of licensing their products to the NHS should not become too excited however, as the system returns to normal within an hour.

## LASER MEDIA AWARDED BALI CONTRACT

Laser Media's Special Projects, the Los Angeles-based laser production and entertainment design firm, has been awarded a several million dollar contract to design, produce, and install a multimedia attraction for the Ayung Riverwalk Cultural Center and Amusement Park development in Bali, Indonesia.

The Fantasy Lagoon Show is a tribute to the spiritual, artistic, and mythological culture of Bali. It encompasses a variety of special

## CAPCOM: "STREET FIGHTER 3" TO JAPAN BY DECEMBER

Japan's Game Machine magazine says Capcom will launch the long-awaited Street Fighter 3 in December, at least to Japanese markets. Look for a first-quarter 1997 release to the USA. The unit will be the second game on their new Capcom System III (CPSIII) hardware, which will reportedly consist of a main board containing a 32 bit CPU and flush memory, plus a software case with CD-ROM player, CD-ROM and sub-CPU. The Japanese publication said SF3 and other early games on System III will not offer advanced CG (computer graphics) images along the lines of the best Sony PlayStation games ... such as Capcom's own Star Gladiator. Reportedly, they tried to incorporate CG but just weren't satisfied with the quality. So, although CPS-III can process four times as much data per second as the current CPS-II, with 16 times as many colours on screen at once, Capcom told Japanese reporters they will stick with more conventional-type graphics "until CG quality improves." A game called Wizards will be the initial release for the new system.

water effects, high power laser equipment, gas flame effects, theatrical lighting, animated water fountain, sound system, and fiber optic technology. The Ayung Riverwalk project, master planned by Forrec Ltd. of Toronto, Canada, is scheduled to be completed by fall 1997.





# GAME FOR A GET TOGETHER

The need to network as many players into the same game as possible is a prime consideration in today's competitive operating environment. So in recognition of this, we look at the catalogue of larger player experiences both past and present.

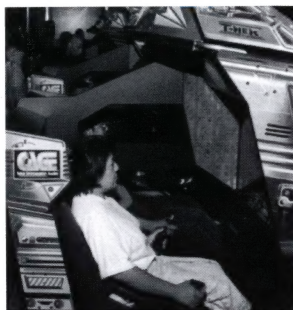
**S**print 8 - Atari. It seems amazing that as far back as 1977, Atari contrived to get eight players to participate in the same game. The original Sprint was a very successful two-player product and gave the players a top-down view of the race track, around which they raced their miniature cars. The eight-player version seemed a logical extension of the original.

**F**inal Lap II - Namco. The first of the large, multiple player games and not surprisingly a driving game. But still this product offered a level of playability that would revolutionise the market - even though the 16-player system was not seen widely outside of Japan.

**V**irtua Formula - Sega. This was the first time an attraction of this type was made available to international customers. The Formula version of the original Virtua Racing game offered eight F-1 cars with built-in motion and a CCTV camera which filmed the facial expressions of the race leader. The same construction was upgraded to house Indy 500 once that was released.

## WMS - CRUISIN' WORLD

**M**idway Games moves into top gear with "Cruisin' World". Its improved hardware takes this game to a new height of earnings potential and is an obvious hit. The game is linkable up to four stations and comes in two models, a standard sitdown unit with 27" monitor and a deluxe unit with a 33" monitor. Players can choose from any of 12 countries which include Germany, Mexico, England, France, Italy, Egypt, China, Russia, Japan, Africa, USA and Australia through 14 tracks. There are six new music tracks and 12 cars to select from plus eight secret customised cars. Added game play features are wheelies, jumps, flips, barrel rolls, and short cuts including automatic or manual transmission options.



**T**-Mek - Atari. Atari's final attempts to establish a foothold in the changing FEC market before it was bought by Time Warner included pushing a specially themed T-Mek system for 12 or 18 players. The company even flirted with the idea of creating a complete LBE operation around this tank-themed game, but its limited popularity meant the game never appeared in a mass player version.

**D**aytona USA Special - Sega. Next to Final Lap II and Sprint 8, the special version of Daytona offered the largest linkage or communication system (as the amusement manufacturers prefer to call it) of normal cockpits. The eight-player version also offered an added CCTV camera, a commentator feature and a large monitor.

**N**ew Dedicated Rides. The difference between the most sophisticated of these networked game systems and the manufacturer's larger amusement theme park attractions is minimal.

The realisation is that the new Urban Theme Park (UTP) venues need large throughput video games to generate sufficient traffic, but it is interesting how these games have migrated from the arcades to the UTPs, unlike simulators and VR rides which have moved in the opposite direction.



# CLASSIFIEDS

## KIDDIE RIDES FOR SALE

Flinstones \$3800

## PINBALLS FOR SALE

Roadshow \$4000  
Indiana Jones \$3000  
Twilight Zone \$3000  
White Water \$2500  
Fishtales \$2500  
Dr Who \$2500  
Creatures \$2500  
Terminator \$1800

## DEDICATED FOR SALE

Super Monaco GP Airdrive \$2500  
Table Soccer (Foosball) \$1250

PH 04 384 3958

## FOR SALE

Space Gun \$3800  
Terminator Gun \$3850  
Alpine Racer 50" \$34,000  
Ribbit Racing twin \$11,500  
Hard Driving \$5200  
Revolution X \$6000

PH 03 338-1411

## NEO GEO FOR SALE

2x 3 Count Bout \$150  
1x Aggressors of Dark Combat \$200  
10x Art of Fighting 1 \$150  
1x Baseball Stars \$200  
4x Burning Fight \$100  
1x Cyber Lip \$100  
8x Fatal Fury 1 \$100  
4x Fatal Fury 2 \$250  
1x Karnov's Revenge \$400  
1x King of Fighters 94 \$200  
1x King of Monsters 1 \$200  
1x Magical Drop \$300  
2x Mutation Nation \$150  
2x Ninja Combat \$150  
3x Ninja Commando \$200  
1x Pulstar \$400  
1x Smaurai 1 \$100

1x Sengoku \$200  
1x Super Baseball Stars 20/20 \$250  
2x World Heroes 2 \$200  
8x World Heroes 1 \$150  
1x World Heroes Jet \$200  
Any 5 cartridges for \$700

## DEDICATED FOR SALE

Air Hockey - Gamemaster \$4800  
Alpine Racer 50" \$30,000  
Area 51 50" twin \$15,000  
Cruisin' USA DX ex.cond. \$28,000  
Cyber Cycles twin \$28,000  
Cyber Cycles 50" \$27,000  
Desert Tank 50" \$28,000  
Drug Wars 50" & consol \$11,000  
Gun Fighters 26" \$4200  
Killer Instinct 26" \$5000  
Laser Kits (Mad Dog...etc) \$2500  
Lethal Enforcer Kit \$1300  
Out Runners \$16,500  
Mortal Kombat 3 Ultimate 26" \$3500  
NBA Jam Tournament 26" \$3500  
Projector 50" \$9300  
Revolution X \$6500  
Ribbit Racer redemption \$13,000  
T-Mek Twin \$15,000  
2x Underfire \$4000  
Virtua Cop 1 40" \$13,000  
Virtua Fighter 2 \$8500  
Vidikron Wall Projector 33" to 120" \$6000

## LOGIC BOARDS FOR SALE

2x Armoured Warriors (B) \$300  
2x Elevator Action \$1250  
2x Fighting Vipers \$5500  
1x Gun Bird \$500  
1x Jackie Chan \$750  
2x Killer Instinct 1 \$3300  
1x Macross \$450  
4x Mortal Kombat 1 \$600  
1x Mortal Kombat 3 Ultimate \$1600  
2x NBA Jam Tournament \$1100  
4x Street Fighter CE \$350  
5x Street Fighter Super Turbo (B) \$400



# WHATS HAPPENING

## X-MEN VS STREET FIGHTER CHANGE DIP-SWITCH SETTINGS

We have found that the 'easy' level & 'expert' level on the 'difficulty' settings are back to front.

By playing the game on the 'expert' level you are actually making the game easier.

On receipt of this service bulletin please

change your dip-switch setting to 'easy' which will increase the 'difficulty' of the game.

At this stage we cannot confirm whether the other six skill levels are correct or not. We are awaiting advice from Capcom to confirm this.

## FACING THE MUSIC

Jukeboxes are a staple of the coin-op manufacturing industry in the States and have remained so for a number of years. But now things are changing. Rising music licensing fees have played their part in decimating certain markets, but what now looks set to shake up the sector more than anything is the influence of new technology.

Canadian company TouchTunes and new outfit Aristo are leading the way, both having developed products which download music directly, rather than playing it from CDs. Aristo's touch screen launch, PlayNet, is claimed to provide access to thousands of titles via an Internet connection to a central database, and TouchTunes' Digital Jukebox does the same via telephone, ISDN or satellite links. Both products were shown in Dallas.

Montreal-based TouchTunes is conducting field trials currently and will begin full production next year. The company intends to deal direct, providing both the kit and the telephone line, and will then take a 50 percent share of the cashbox, leaving 40 percent for the location owner and 10 percent for the operator.

The established juke manufacturers, however, remain skeptical regarding

downloading and Rowe says it is looking at the area but is not taking any specific action as yet. Instead the company is trying to woo operators back to jukeboxes with upgraded LaserStar Venus Caliente, which was launched at AMOA, and by reintroducing the concept of the video jukebox - although this time, both the sound and visual are stored on the same disc.

Neither is Rock-Ola panicking on the downloading front, with senior sales manager Daniel McAllister citing costs, licensing fees and long downloading times as the main current stumbling blocks. However he was also keen to point out that Rock-Ola's Intel-based SyberSonic electronics mean the company's products can be easily adapted for upgrading to new technology.

Wurlitzer, meantime, used AMOA as the showcase for its new Rave On 50 disc juke with rotating display which will come onto the market in December at around the \$35,000 mark. Again, Wurlitzer is looking at downloading, according to national sales manager Jerry Reeves, but has no specific plans as yet.



## DISNEY AT SEA

Seafarers will be able to spend days at sea with Mickey, Donald and their gang when the first Disney cruise liner sets sail from Dover, UK at the beginning of 1998.

Disney Magic is one of two 85,000 ton vessels being constructed by Italian shipbuilders Fincantieri at ports in Ancona and Maghera, and UK tour operators are standing by for a flurry of bookings for the 2,400 capacity ship on its maiden seven day voyage to Disney World Florida. Disney Wonder is similarly sized, and each will

carry a crew approaching 1,000.

Disney characters will feature highly on the voyages - many of which will include a trip to Disney's very own island Gorda Cay in the Bahamas, and of additional entertainment value to passengers are a sports club, children's play area and three swimming pools. The ships have been designed with children very much in mind, and Disney are hoping to tap into what they believe could be a vast market of family cruise holidays.

# WHATS HAPPENING

## NAMCO'S ATARI IRELAND PURCHASE CONFIRMED

Namco Europe has purchased Atari's Irish sales and manufacturing facility, Atari Games Ireland.

In a related deal, Atari has also appointed the Irish office, eventually to be known as Namco Ireland Ltd, as its exclusive distributor for Europe, the Middle East and Africa.

Under the terms of the agreement, Namco Ireland will continue to use Atari Games' former sub-distributors, while sales of Atari product into Europe will be handled by Namco Europe's sales team.

The Irish facility will continue to run under its own local management, with staff reporting directly to Namco Europe managing director Mike Nevins.

One consequence of recent developments however is the departure of David Smith, Atari Corporation's vice president of international sales for Europe, the Middle East and Africa. Smith had been with the company for 15 years.

Smith explained: "With Namco taking on the role of master distributor for Atari Games products in Europe, the Middle East & Africa, there is no significant, nor satisfying role for me to play."

Commenting on the acquisition and referring to a time when Namco was a majority shareholder in Atari Corporation, Namco Europe director Shane Breaks stated: "This deal reunites two companies which had incredible success working together in the late 1970s and early 1980s. I am delighted that we have brought them together to serve the European market as a team once more."

## NEW MULTI-LEISURE FACILITY

Namco Operations Europe has won the contract to build a multi-leisure facility at London's prestigious County Hall.

The company, plans to open the 3,300 sqm attraction at the Shirayama-owned site in Summer 1997. Occupying three floors, it will feature an electric raceway, bowling, amusements and a themed



## MATTEL SET FOR COIN-OP PARTNERSHIP

Mattel Media, the amusements arm of toy giant Mattel, is close to announcing a joint venture with an established coin-op company.

At press time the company was unwilling to name the potential partner, but it is thought to be a US firm with experience in both redemption and video games.

Mattel, which had aimed to launch its debut coin-op product at this month's IAAPA, will now hold off until the deal has been confirmed. The company originally planned to unveil its first games at this year's ACME.

Mattel Media's director of sales and marketing Doug Shiply stated that the company was now looking at ATEI or ACME as possible launch pads for its first games.

Probable releases, he revealed, will include Frisbee Dog, a redemption-type game, and Hot Wheels Skid and Score, an amusement/vending machine.



sports bar.

County Hall, former home of the Greater London Council, was purchased by Japanese development company Shirayama Shokusan in the late 1980s.

It has since been undergoing extensive redevelopment and will be home to Marriott and Travel Inn hotels, restaurants and the new London Aquarium. The site for the proposed Millennium Ferris wheel is immediately adjacent to the site.



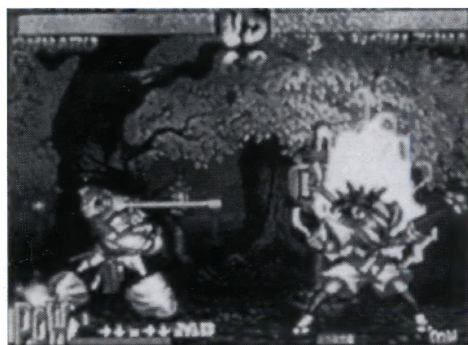
# WHAT'S HOT

## RAIDEN FIGHTERS

Seibu of Japan has come up with the latest in its range of Raiden games "Raiden Fighters".

The game is another shoot-'em-up vertical flying experience in which the player can choose his aircraft from a wide selection, each with its own special powers.

A nice touch is the addition of a mission map which enables players to see where they are.



## SAMURAI SHODOWN IS BACK

Another famous SNK game, Samurai Shodown, is back with a new version. Game IV has new moves and fresh action with 12 warriors and their double identities to choose between and "automatic guard" and "no guard" features. There is deeper and more exciting action in the traditional martial arts themed contest.

## THE NEW SILVERBALL

TAB, Austria has released the new Silverball multi touchscreen game which includes the familiar Quizard and a further 12 games. These are a mixture of card games, thinking, strategy and knowledge games.

Designed by TAB the Silverball is housed in a new, futuristic cabinet and has options such as a ticket dispenser, communications link, bank note acceptor and token payout.



## ALPINE RACER 2

Alpine Racer 2 from Namco was shown as JAMMA 40 percent complete. The follow-up game now offers head-to-head ski racing action when linked. Plus new slopes and action.

# CALLING THE SHOTS

The following material applies to System II and WPC games from Williams; parts of it may or may not apply to flippers from other manufacturers, but remember, all flippers work alike, no matter the mechanism or driving electronics (if any).

Over the years Williams has used two main types of flipper. The original flipper setup is very simple - 50 volts is fed to one side of the flipper while the cabinet switch is connected into the ground line on the other side of the coil. Pressing the cabinet switch completes the circuit and up goes the flipper. A relay in the backbox, controlled by the computer, switches the ground on and off, there-by enabling or disabling the flippers.

### TOO HOT TO HANDLE

This worked well, but holding the flipper button in for extended amounts of time causes lots of heat and many coils melted as a result. Williams' answer was the parallel wound coil, which is actually two coils in one. One part is a coil made of light gauge wire with many, many turns. This creates a weak magnetic field, and therefore little heat, and is used to hold the flipper up after it's reached the up position. The holding side of modern coils can hold and flipper up for indefinite periods of time, limited solely by the ability of the drivers and power supply to keep the current flowing.

The other part of the coil is made of heavy gauge wire and a very small number of coils. This creates a very large magnetic field and is therefore used for the initial pull-in of the plunger. Older systems using the parallel wound coils incorporate an End of Stroke (or EOS) switch as a means of switching off the high power coil once the flipper has made it to the raised position. Failure to do this will quickly result in the high power coil overheating and melting.

The EOS switch is used to short out the holding side of the coil, delivering the entire load of current to the high power coil; the EOS switch is therefore normally closed. When the flipper hits the raised position, the EOS paw on the flipper crank pushes the blade of the EOS

switch away, opening the switch. The flipper current is now allowed to flow through the entire coil, first the holding circuit then the high power circuit. The increased wire is more than enough to weaken the magnetic field to holding levels and prevent meltdown. A snubbing capacitor is wired across the EOS switch terminals to help prevent current spiking that results in a brilliant light show of electronic sparks.

With the Addams Family in 1992, Williams introduced the Fliptronic system. This was identical to the older setup mechanically, but the EOS and cabinet switching is moved to a computer controlled driver board. The cabinet switch and EOS switches became inputs to the computer (which is why Fliptronic EOS switches are normally open instead of closed). The holding and power coils are connected separately to computer controlled driver circuits on the Fliptronic board. This allows the computer to read the flipper and EOS switches as standard switch inputs as well as drive any flipper coil independently of the player.

The computer is then able to fire flippers during ball searches, should a ball become stuck behind one, and more importantly, allows Thing to do his thing!

### MIDDLE AGE SPREAD

A flipper works by pulling a metal shaft along a sleeve inside a coil. As you don't want the shaft, called a plunger, exiting the other side of the coil, there's another piece of metal, called a coil stop, there to stop it. After thousands of flipper presses, these two pieces of metal eventually get flattened and the tips begin to spread out.

This is called mushrooming. It causes friction against the coin sleeve resulting in a weak flipper. Eventually, the mushroomed end of the plunger will wear right through the sleeve and start tearing the inside of the coil apart, resulting in a shorted coil and usually then a complete meltdown of the coil's interior. That's the basic mechanics involved in a flipper - the plunger gets pulled into the coil and it drags the flipper shaft around in a circle, rotating the paddle as a result.





# CLASSIFIEDS

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---------------------------	--------

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**South Island:** Gary Walker Ph 03 338-1411 Fax 03 338-1410

# AUCKLAND SCENE

Ratshit weather has plagued Auckland this month with excessive wind, heaps of rain and cold temperatures. But Auckland is "a buzz" with heaps of new and exciting projects in the system.

We haven't gone yet! Once a media hot potato the recently approved Britomart Transport Centre has gone underground. Information on the controversial project has slowed right down. Stages, however has been given until at least the end of January to trade so THE PARTY CONTINUES!

We learnt recently that Nat West Market is not the backer of the Transport Centre, it is only in it for a success fee. An \$80 million dollar investor is expected to sign the dotted line by the end of November, early December. The Britomart Transport Centre is the proposed hub of a public transport vision and will be New Zealand's biggest development to date, costing at an estimated \$1.5 billion in today's money.

Hot on the heels of the project is the shortlisting of contenders to run a multi-million dollar rail network. The Regional Land Transport Committee are assessing options that range from \$170 million to \$400 million (depending on the system chosen) and will make a decision based on their findings. The proposed network is to be in place by the year two thousand.

All well and good I say, but will the public support it? Latest figures show that 16,516 people per year use the public transport system, in 1988 that figure was 25,000 people. A major amount of money and a major amount of work. The overall plot thickens as Auckland goes for the big time aiming toward the year

2000. Lets hope we can pull it off against the odds.

November saw the collapse of the always dogged Rugby Hall of Fame. The bulk of the collection is to be relocated to Eden Park, which I'm sure most Aucklanders would agree is the obvious sensible choice, one wonders why it wasn't built there in the first place. Eden Park Trust Board recently also got the nod to install floodlights to enable them to accommodate night games of both Rugby and Cricket. The council has tagged 44 conditions to the agreement in an attempt

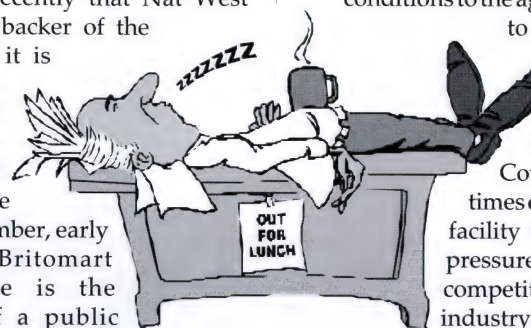
to minimise the overall impact on the local residents, which the board has agreed to.

Excellent to see Council moving with the times enabling the Eden Park facility to keep up with the pressure of an ever increasing competitive market the leisure industry operates in.

I'm currently enjoying the glory spot on Prop Cycle, Namco's latest simulator, with the top score of 11,955 on one credit. If you haven't seen the game make sure you check it out soon, as with Blin it's one of my favourite funs at the moment. With awesome graphic and excellent game play, not to mention the work out you receive, Prop Cycle is an excellent interactive piece. So with Virtua Fighter 3, War Gods, X-Men vs Street Fighter and Prop Cycle in stock, Stages is offering a great line up for summer.

Get ready cause school holidays are upon us again. This is a good time to run activities to attract extra business and strengthen your customer base. Good luck and remember to enjoy, after all 'tis the season to be jolly.

Seasons greeting to you all. David Blackall, Stages TimeOut.





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winner  
is ...

# RAIDEN FIGHTERS

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# WHATS HAPPENING

## TROCADERO, UK

Shows can's latest simulation ride at its Emaginator site in London's Trocadero has officially opened. Dracula's Haunted Castle, billed as the ultimate in vampire movies, purports to take the riders "inside" a horror flick so that they can experience first hand all the blood-curdling effects and moments of chilling tension.



## MUSIC NET



The new MusicNet, a juke box with access to thousands of titles through an Internet connection and a central database.

## WMS INDUSTRIES - SCARED STIFF

There was an apparent interest in Bally's brand new pin "Scared Stiff". Show goers tried their hand at this pin and found it to be player friendly which would possibly lead to more coins in the cash box as I suspect the intricate features incorporated in previous pins could have been the reason for novice and first time players falling off, thus causing pinball popularity to wane - who knows, "Scared Stiff" could be the start of pinball resurgence. There are six Tales of Terror incorporating an Industry-

first interactive 3D backglass which rewards players with points.

Terror from the Crate which conjures up creepy monsters by hitting the crate to start multi-ball, Night of the Leapers, an entertaining mode for all players as frogs



## FIGHTING THE RACE WAR

In the AB Europe survey of overseas visitors to JAMMA, two games dominated the Best Driving Game sector - Sega's Touring Car Championship in both linkable DX and Twin, and Konami's GTI Club



in linkable DX type. While the Touring Car twin has a regular twin 29-inch monitor, the DX version is 39 inches - a screen size last used with Indy 500 DX - rather than the more usual 50-inches, and it cannot have been any great success on Indy 500s part that persuaded Sega to go this route again. However, when asked whether a conversion kit for Indy 500 would be made available. Sega would not comment. Konami's GTI Club has a new feature in the shape of a hand brake used to spin the car around narrow street corners.

jump off the playfield, Return of the Dead Heads, the right shot brings different heads to life on the dot matrix. The Stiff in the Coffin, where players lock three balls to unleash monstrous multi-ball and Stiff-O-Meter, where players shoot against time to complete the Stiff-O-Meter which climaxes in an intense multi-ball. "Scared Stiff" is Bally's new licensed pinball starring Elvira that has the features that turn players on.

TIME OUT

TIME OUT



# INTERNATIONAL SPECIALS

## ROWE AMI

Rowe AMi was presented with the award for the most innovative juke box during the AMOA Convention in Dallas. Joel Friedman expressed Rowe's intent to maintain the hard work on behalf of music operators and thanked them for their support.

## UNITED STATES

Reymond Safft of Tuning in Germany, one of the best customers for the now defunct Gottlieb pinball games produced by Premier Technology, reckons the famous old marque may not be dead after all. Mr Safft revealed that "certain negotiations" are currently taking place with a view to resurrecting the name. When Premier foundered in August, an auction for the entire effects of the company attracted no bidders. Its main owner, Gottlieb Development LLC, which is principally owned by distributors Mondail of New York, now effectively retains the name and as such, owns all the property of the company.

Mr Safft, whose company took 15 to 20% of the Gottlieb output at its height, said that to bring the company back would need a strong vote of confidence from the distributors who "took things too easy" in the latter days of the company.

## NAMCO ANNOUNCE IRISH ACQUISITION

Namco Europe Ltd has officially announced the acquisition of Atari Games Ireland Ltd (AGIL), Tipperary, Ireland.

AGIL was formed in 1978 and has provided manufacturing, sales support and customer service for Atari Games Corporation products throughout Europe for the last 18 years, more recently it has also been working as a contract manufacturer for Namco Europe as well as additional European amusement game companies.

In a related transaction, Atari Games has appointed Namco Ireland as exclusive

product distributor throughout Europe, the Middle East and Africa. Namco Ireland will continue to utilise former sub-distributors of Atari games, thereby ensuring complete continuity of service to customers in all territories.

Atari Games' president, Dan Van Elderen commented of the agreement saying: "We have been pleased with our representation and distribution results through Brent Leisure and Namco in the UK and the appointment of Namco Ireland Ltd was a natural step for us to take in expanding the representation of our products to a broader territorial base.

"Under the terms of the agreement, Namco Ireland will be authorised to manufacture the Atari Games products at the now Namco owned Ireland factory."

Sales of Atari products into Europe will be handled by the Namco Europe sales team while the factory will continue to run under its own local management, reporting directly to Mike Nevin, Managing Director of Namco Europe.

"There is an obvious synergy between the two businesses which we will capitalise on to the fullest extent. Namco is actively working to expand all its businesses in Europe as part of a corporate strategy driven by our Chairman, Masaya Nakamura and this purchase is a significant advance which will strengthen both our distribution and manufacturing bases in keeping with his plan," revealed Mike Nevin.

## CRUISIN' WORLD RECEIVES AWARD AT AMOA

Midway's latest driver, Cruisin' World, received the best new equipment award at the '96 AMOA. The award, along with superb cabinet presentation and great game appeal of the latest version of the original Cruisin' theme, gives Midway a healthy kick start to their marketing campaign.

## 25 KORTEC MONITOR & TUBE

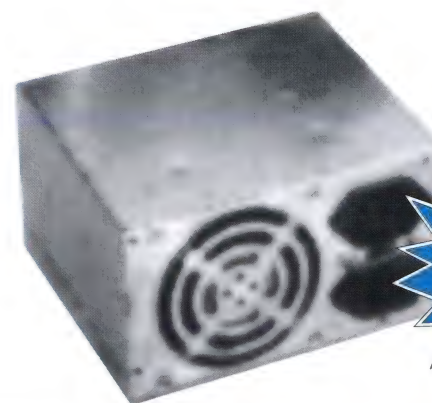


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# WORLD JOURNAL

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## MARCH 6-8

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# DNAL NEWS

## JAPAN

The JAMMA Show, which is traditionally held in Tokyo, Japan, is to move its location in 1997. The show will still be held in Tokyo but will move to the city's International Exhibition Centre, which only opened this year. The venue for the past several years has been the Makuhari Messe, on the outskirts of the city and halfway to the airport, which has proved convenient for some visitors. On the other hand, many feel that this venue is inconvenient, an hour or so (depending on traffic) from the downtown hotels where most of the evening socialising takes place. Dates for the '97 show are September 18-21, moving from a three day event to four, with the final two days open to the public. JAMMA believes that a venue nearer the city centre will ensure a higher attendance. This is generally agreed among international visitors, although they point out that the upturn in visitors may only come in the form of an increased public presence, whose admission to the show is mostly developed by the overseas trade.

## NSM GOES INTERNET

German AWP and juke box manufacturer NSM started in internet with a big amount of information. On more than 160

web pages it is possible to get a complete overview over the whole range of products and services the company offers. Partly the information can be loaded down in English language too, NSM can be reached under the following internet addresses:

<http://www.nsm.de>  
<http://www.nsm-music.de>  
<http://www.loewen-spiel.de>  
<http://www.loewen-sport.de>  
<http://www.loewen-automaten.de>  
<http://www.stot.de>  
<http://www.emt.de>

## SINGAPORE

The pusher machine has finally lost its battle to remain in Singapore. The game was originally banned a year ago, but operators combined to persuade the authorities to give it a one-year reprieve, which ran out in June. The reprieve was not renewed. There are 100-plus arcades and amusement centres in Singapore and they had at least one apiece, which means that upwards of 200 pushers had to be removed from the market. They were operated in Singapore on token in-token out, purely for fun, but nevertheless the authorities are not fond of fast-coin games.

# TABLE SOCCER

RED, BLUE & WHITE  
CABINET DESIGN  
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# MIDWAY GOES GLOBAL

The Firm's latest driving sim features realistic location backdrops and wild racing fun; Cruisn' World awarded "Best New Game" at AMOA 96.

Those lucky Cruisn' World designers. They actually got to cruise the world while putting Midway's newest driving simulator on the design block. Oh, the headaches associated with R&D! Can you imagine the jet lag? They had to go to France to snap the Champs Elysees, THEN they needed to travel to Italy, Australia, Africa, Japan, plus seven other countries. All in the name of game realism. You see, they felt if you were gonna call the game Cruisn' World, the player ought to be able to "see the world, so to speak. Shooting video footage of 14 world cities, the Cruisn' World team then converted the tape to 3D imagery for game scenery. The result? Fantastically realistic backdrops from the Great Wall of China to the Kremlin. The extra effort and frequent flying paid off: Cruisn' World was voted "Best New Game" at AMOA's Dallas Expo this past September. The long earning record for the game's predecessor may have influenced the vote.

Attention to realism worked nicely for racing locations, but when it came to car development, the same design team opted more for fantasy than reality. What fun would ordinary facing cars be? "We went beyond the laws of physics and real world limitations when designing the performance of cars," said Cruisn' World design head Eugene Jarvis. "Anything goes. Until now, no one had ever driven a sports car on two wheels through the centre of an Egyptian pyramid, it's totally wild."



So welcome to Cruisn' World, a fun mix of the real and surreal. A sequel to 1994's popular Cruisn' USA, the latest Cruisn' title emphasizes all the latest technological advances of the last two years yielding smoother animations and more responsive player controls than the original. At its introduction in Dallas, Cruisn' World's high-tech features proved a hit with both operators and players (did you try to get a seat at the sim during the show... not so easy, was it?)

Choosing from 12 different vehicles - try a turbo-charged sports car or a three-wheeled delivery cart - players all get a legitimate shot at winning the world race. "The technology is incredible," Eugene raved, "but the bottom line is the game is a lot of fun. We added cool features like wheelies, two-wheel driving, mid-air flips, and additional secret cars. It takes Cruisn' to a whole new level."

Cruisn' World is a sit-down driver available with either a 25" or 33" monitor. Many operators may choose the 33" for larger-than-life action, but the 25" screen provides the full game experience - and is small enough to fit in most street locations. Both sizes allow four game linking capability. Featuring Midway's patented DCS2 Sound System, Cruisn' lets players choose their own driving music - selectable from six (sound) tracks. Composed to capture the ambience of the game's exotic locales, the songs range from "Grunge Factor" to "Jungle Bump."

Look for Cruisn' World this month. And hey, with that life discovery on Mars, maybe it won't be long before we get Cruisn' Universe (talk about jet lag). For information regarding Midway's newest driver, contact your authorised distributor.

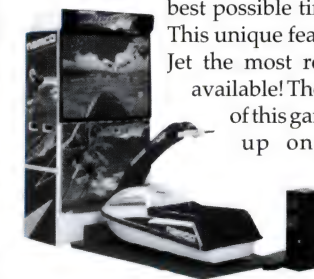


Namco is pleased to present Aqua Jet the next in a series of "high tech/high touch" simulators. Breathtaking CG graphics generated utilising Namco's Super System 22 splash across the enormous 50" screen. Players of all ages will enjoy this choice piece.

The controls simulate actual jet skiing action! Players steer the powerful machine by shifting their weight to the right or left depending on the direction they want to go. You've got to really throw your weight to make several of the tight turns. The sensation of the water's surface is felt through the bottom of the craft via a revolutionary air spring control system. This unique air spring control system adds to the realism of the sport and offers the player the most realistic ride available without getting wet! Riders feel every jump, wake and wave as they blast towards the finish line. This adds to the realism of the jet skiing sport!

Players select one of two courses, standard or expert. Each course has several checkpoints. With each successful pass of a checkpoint the player is awarded additional time to finish the race. Players can warm up and practice their turning and jumping skills on the standard course until they feel ready to challenge the expert course. The expert course is over 2 miles longer and demands superior technique to manoeuvre through the narrow portions. Players must make the most of each jump to continue the race and get to the next checkpoint. It's not just speed that gets you to the finish, rider's compete for jumping distance from several jumping platforms. In addition to the course being longer the watercraft in the expert course is faster. The machine can

"drift turn", allowing riders the best possible time around turns. This unique feature makes Aqua Jet the most realistic simulator available! The competitiveness of this game will really heat up once the players master this technique. They will be racing for the longest jumps off the

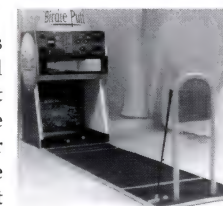


platforms, the highest speed on the straightway's and the best "drift turns."

As in the real thing players can also submerge their crafts underwater in the expert mode! At times it's automatic. The craft blasts out of the water after plunging from a rapid waterfall. At other times the player makes use of their control handle to submerge underwater to avoid obstacles on top of the surface. You'll have to stay tuned and read about other areas to submerge the craft in future issues or visit our web site!

## NEW FROM ACCLAIM COIN-OP/LAZER-TRON CORP

Acclaim Coin-Op/Lazer-Tron offers three new items designed to generate player interest and operator profit. Birdie Putt is a two-player putting skill game where players take their shots at target holes on the putting green. After making the shot, Lazer-Tron's state of the art vision system accurately measures the ball's proximity to the hole - with close putts accumulating the most points. At the end of three rounds, the player with the most points wins. Features include numerous audio effects, extra ball dispenser, adjustable length (10-12'), dollar bill acceptor and ticket dispenser (optional). The game is UL and CE certified.



Also, Lazer-Tron's skill stop video redemption game Solar Spin, is now available as Super Solar Spin through the addition of the "Insta-Prize Printer." The added piece automatically prints a prize coupon for the player listing his instant win reward. Operators program the printer by typing the wholesale value of their give-away prizes into the unit, which then figures the payout percentages (the op can adjust the prize ratio to get the desired payout percentage). The "Insta-Prize" coupon prints on security paper to prevent counterfeiting, and contains a unique authorisation code for prize verification, as well as an adjustable expiration date.

Lastly, the firm is offering a candy merchandiser kit designed to transform Lazer-Tron's pogger vendor. The retrofit kit is easy to install and incorporates the standard play-until-you-win feature.



Also Wellingtonians were treated to the loud raging noise of New Zealand's own Hog Club annual get together in Wainuiomata (Heartland, Nappy Valley) where all the riders stayed at the Boys' Brigade Wainui. The actual display of the 480 Hogs was in Manners Street on Saturday the 16 November which made things very busy for both the TimeOut and Supatek Arcades in this area over that weekend.

Lets hope this is the start of a good business period for our industry for the rest of 1996.

The Mobil 500 Wellington Street Race which featured the best of NZ motor sports including Australasia was held late November.

Three days of hard core non stop racing action led by the mighty V8's along Wellington's world renowned waterfront circuit.

Regular race driving speed freaks have already showed much interest and in relation, have had their "speed fix" on their favourite driving games. Time records have been smashed as hot new scores are recorded.

Wellington's waterfront race track circuit similarities, with sharp and hug tight corners are like the race track circuits of all our racing dedicateds, that although they are mere simulations in comparison, require the skill and dedication of the real thing! So the talent and eagerness is in the capital and we are certain to engage in a renewed enthusiasm for the likes of Indy 500 twin units, Daytonas, Sega Rallies, Cruisin' USA's and of course the many other fine driving dedicateds.

That's it for now, we look forward to an update contribution.

TimeOut Spacetec Coin would like to wish all operators a Merry Christmas and a Happy New Year.

### NELSON

Good to see that Mandy let Roy attend this years show after last years very expensive trip to the Jupiters Casino. The only problem with her attending this year was that both of them spent the non-show hours at the casino. Hopefully with better results ... the question is - who was running the shop?

### BLENHEIM

Dennis and Beverly Rasmussen although new to the business thought it worth the investment in traveling to Surfers and spent some time on the floor and in discussion with other operators. Both really enjoyed the show and will be certain to attend again.

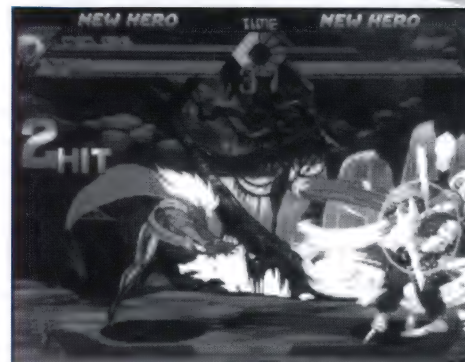
### CHRISTCHURCH

Coin Cascades team of Gary, Logan, Garth, Mike, Shane and Justin paid a fleeting but enjoyable visit to AMOAQ as did Terry Pierson (Galaxy), George Samuel (Acme) and Tony Soper. Although George spent some time at the show he is currently in the middle of a one month holiday and did not appear too stressed.

### DUNEDIN

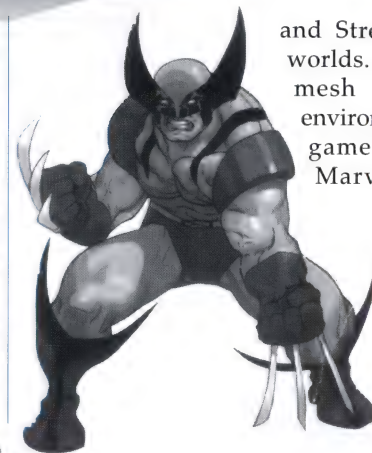
Video Techs Merv, Anne and Kelly Wilson were impressed with the show and the goods on display and equally impressed with Surfers.

# THEY'RE BIG, THEY'RE BAD, THEY'RE BACK!



It's like Batman vs Superman, Wonder Woman vs the Bionic Woman, the Last Action Hero vs Arnold Schwarzenegger.

The idea of two super-powerful characters battling each other to the death holds strong appeal. Combine the ever popular Marvel Comics X-Men with the "cast" from one of the most successful fighting game series in history - Capcom's Street Fighter - and you can guess at the hit potential of Capcom's newest two-player title, X-Men vs Street Fighter. Marvel and Capcom combined forces to create an exciting "Tag Team" fighting game featuring the best fighters from the X-Men



and Street Fighter worlds. It's a true mesh of both environments - the game uses the Marvel game engine, the X-Men "look" and moves, and Capcom's recreated the street fighters with their

individual actions and backgrounds.

Players choose any two of the X-Men or Street Fighters (one of each "genre" or two of the same, opposing players can also choose identical characters), and can switch back and forth between their characters or "tag-out" at any time. Also, when one character fights, the second's energy recharges. Additional gameplay features include a special two-fighter team-up attack and counter moves, a "kick-him-while-he's down" finishing move and a unique one-player-only Tag ending for the winner.

X-Men vs Street Fighter has more than 13,000 fight combos and great graphics. Call you authorised distributor for details.

**"ASK ABOUT OUR FINANCE OPTIONS"**  
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# CROSS PROMOTIONS

## DEMOGRAPHIC CONTROL

Demographics refers to certain socio economic characteristics of your customers such as sex, age, education, income and so on. When choosing a cross promotion partner, you can select a partner that appeals to the same type of customer that you want to attract to your store.

Many examples of demographic control in cross promotions exist and can be applied to just about any type of business.

For example, a gym may wish to promote with a sporting goods supplier, a fabric supplier with a sewing machine store, or a recording studio with a musical instrument store. The possibilities are virtually limitless, it's simply a matter of sorting out what you think will work best for your business.

Demographic control plays a more important role for those businesses that are not focused on a geographical neighbourhood. Insurance agents, drum hire, office equipment stores and lawn mowing or landscaping services are examples in which location is not as important as the type of people who buy the products and services. You can use demographic control to focus on

the type of people that you want.

Those people most likely to need a lawnmowing service might also need their houses painted, home improvements, property maintenance and so forth. The idea is to find businesses that have customers who could potentially be your customers as well. Then cross promote with those businesses.

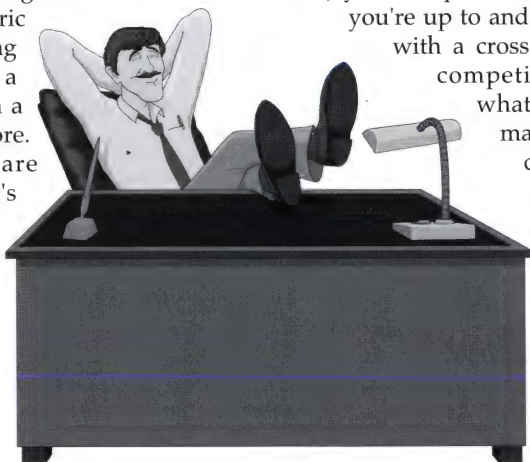
## COMPETITIVE CONTROL

When you advertise in the local paper or on the radio or TV (if you can afford it!), your competition knows exactly what you're up to and they can react. But with a cross promotion, you're competition has no idea what's going on. They may be aware of one cross promotion that you've done with one merchant, and some months later they may see something else you've done. They would have no idea that you're systematically involved in defining and

defending your turf.

By the time they figure out what's really going on, it's too late. You own your turf.

Merry Christmas and a happy and prosperous new year. Logan.



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Good to see Alice and Roger Newman at the Surfers Show. Alice has just returned from a visit to Israel and said that despite the colourful news reports we have been getting about the area the trip was very enjoyable and very peaceful.

## TAURANGA

Congratulations to Keith and Colin from Amusement Machine Services on their new larger premises with over 5,000 sqft. This move will give them the ideal area to display their range of Seeburg and NSM products. It was noticeable that while Keith was left in NZ to organise the change; Colin was "forced" to attend the Surfers Show over the same period. Good work if you can get it Colin.

## HAMILTON

Good to see Robert and Jan Briggs, John and Keri Wheaton, Mike and Sharon Green enjoying themselves at Dreamworld at one of the social events at the surfers show.

## WELLINGTON

Mike, Irene, Renee and Chloe De Ruyter, Cainen and Joe all from Spacetec seemed to be enjoying themselves in surfers at the same show.

Farewell from the industry to Dan and Pauline Leyland. They've been operating their kingsize burger outlet in Upper Hutt with a games area incorporating 20 video games for the last 8 years. During this time

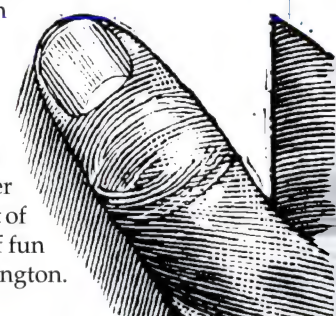
they've put 2 children through university and worked very long hours with few breaks - the joys of running a 7 day business. Dan's now busy improving his golfing handicap and Pauline's garden is getting lots of attention. Dan and Pauline from all those involved with you over the years its been a pleasure working with you and the industry is very much the poorer for your departing.

## PROMISE OF 2000 JOBS AT SUPER-MALL

Two Wellington brothers are planning to build 16 supermalls around New Zealand during the next few years.

Graeme and Richard Farr, of Pro-Mall Shopping Centres, have confirmed that among the first planned is a 220-shop supermall on the outskirts of Palmerston North that would provide 2000 jobs.

Well it's been pretty quiet in Wellington in November with the month starting off on a low with the whole Wellington business district quite quiet. As November progressed things started to look busier. One thing that always seems to look positive is the new non alcohol cafe, Global Tribe, this is an interactive cafe which has a basketball court, internet polls, rock climbing and a host of deluxe Daytonas, Air Hockey and Pool Tables. Other things helping to increase business in Wellington towards the end of the month was the Wellington Christmas Parade on the 16 November which created a lot of people and a lot of fun in the sun in Wellington.



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# New Zealand News

In December we see the release of the following new products:

Red Earth - Capcom's new system game (video tape available)

Neo Geo games - Samurai Shodown 4, Super Tag Battle, Super Sidekicks 4, Stakes Winner 2

Raiden Fighters - new from Seibu  
Run and Gun 2 - new basketball game  
Tokyo Wars DX - tank action from Namco

New games available ex stock:

SF vs X-Men  
Tekken 2 "C" version  
Virtua Striker kits  
NBA Hangtime kits  
Neo Geo Metal Slug  
Neo Geo Turf Master Golf  
Neo Geo Magical Drop 2

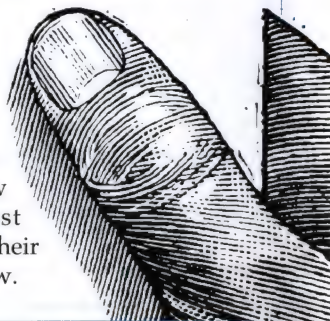
A complete list of all stock can be obtained from our toll free number on 0800-TIMEOUT (0800 84 63 68). Videos of some of the latest releases can also be obtained by ringing this number.

## AUCKLAND

The Harrahs Sky Tower is still 262 metres (860 feet) above ground level as the last

of the intermediary floors are poured, enabling construction of the mast section to begin soon. The "plug" measuring 160mm thick x 7200mm in diameter has just been poured enabling the mast erection to begin soon. The mast will measure 90m giving the Harrahs Sky Tower a total finished height of 328 metres (1076 feet) above ground level. The Tower opening is still on target for mid 1997 when it will become the 6th tallest tower in the world, towering over the likes of the Sydney Centrepont Tower and the Eiffel Tower in Paris.

Hot Shotz at 13 Customs Street East is the new location for Alf Pivac and crew (Shane and Aru) who until recently, operated the well known Joy World Entertainment Centre. The closure of Joy World comes as the new proposed Britomart development becomes reality, with an Auckland City Council vote to proceed with the billion dollar development occurring last week. We wish Alf and crew all the best with the new location and trust Christmas will see their cash boxes overflow.



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# DATA EAST'S MLC SYSTEM IS HERE

We can imagine the infomercial for Data East's new MLC system (a la Ginsu Knives): "It's the video cassette system of tomorrow! Consisting of a high-tech motherboard and separate gameboard, this system is sophisticated yet simple. You see, the motherboard is made up of a 32-bit RISC CPU, which means a more powerful system for you. You want 3D capability? You got it! Three or even four-player gameplay? OK! We'll even give you an extended colour palette, and 16x16 character size. And, for a limited time - we're offering a special introductory offer! Call your local distributor..."

We're having fun, but Data East's MLC video cassette game system has so much to offer, it seems only natural that an infomercial tell its features. Put simply, the MLC system offers the operator a variety of product that is interchangeable and exchangeable. Games are changed by attaching new gameboards to the motherboard (game marquees are included). Though there are similar systems on the market, Data East reports that the "MLC difference" is its 32-bit CPU with 3D capability. Also, the firm says, the MLC is ahead of the competition in other ways, namely character size (16x16 as opposed to 8x8), object colours (64 vs 16), and the ability to support three or

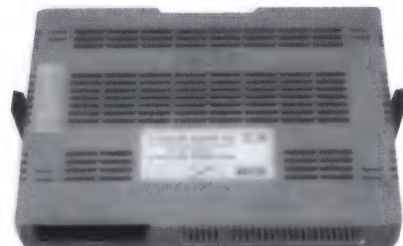
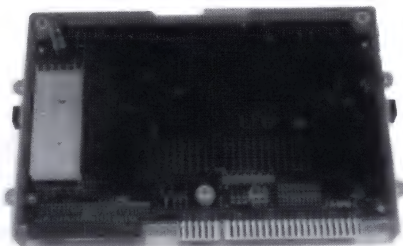
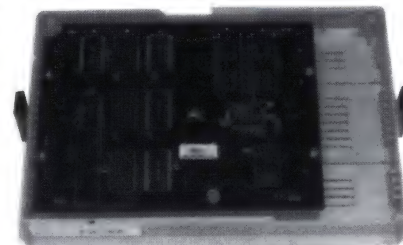
four players.

The system's motherboard can be used over and over again with game title changes happening by the flip of a couple of latches attached to the cassettes. Once the latches are

snapped in place, the op just needs to add the new game marquee artwork included and its ready. The gameboards are housed in a durable fire-retardant, "space-age" plastic sporting a dust-resistant and spill-free design. Obviously, best of all, the game cassettes are easy to change and the main board can be used again and again, saving the op good money. Another plus: MLC provides an inexpensive entry to the world of 3D games thanks to the motherboard's advanced technology.

Current MLC game titles available from the manufacturer include the ever-popular Marvel Comics Avengers game, a high-flying shooter called Skull Fang, and an in-your-face baseball game titled Stadium Hero. Data East plans to add more games in the coming months - from

action adventure to tricky puzzle themes. "Our philosophy here is to offer the operator a variety of product at savings to all involved - including the distributor," said DE's marketing manager Jay Malpas. "This means the distributor can offer the operator a quality game at an affordable price."





CAPCOM

MARVEL COMICS  
**X-MEN**  
vs.  
**STREET FIGHTER**

**STREET FIGHTER**  
IS BACK AND SO ARE THE INCOMES -  
**\$1788 IN JUST 7 DAYS**

Take a look at this character  
line-up!  
What the world's  
been waiting  
for!

Pair off any characters you like -  
Ryu and Cyclops as a hot-blooded hero  
Chun-Li and Gammy as a heroine duo,  
Zangief and Juggernaut as a - well,  
what kind of duo would you call them?  
- etc, etc.  
Devise new strategies and enter the fr



Sabretooth



Rogue



Gambit



Cammy

**Red-hot tag matches, duos of awesome power!**

Cross-over attacks, cross-over counters and cross-over combinations conveys:

**Uncanny tag-battles!**



The Future Is Now  
**SNK**



*The Moment of Resurrection Is At Hand!*



**SAMURAI SHODOWN IV**  
AMAKUSA'S REVENGE

SUPER HIGH TECH GAME  
**NEO-GEO**

This product is marketed in NZ under an exclusive  
distribution licence held by Coin Cascade Ltd.

**SAMURAI SHODOWN IV**  
AMAKUSA'S REVENGE



# WHATS HAPPENING

## ROWE ADDS CDV

Rowe International has a CDV add-on to its LaserStar range of jukeboxes. Launched at the AMOA Show in Dallas, the video disc player adds a new dimension to jukebox appeal, said the company's Vice President of Sales, Joel Friedman.

The prototype available at the show will lead to full production availability in 90 days. "It can make a LaserStar into a video jukebox or a combo audio/video box, a CD disc player, a video player or even as a karaoke unit. We now think that no-one anywhere offers the range of possibilities that Rowe can," he said.

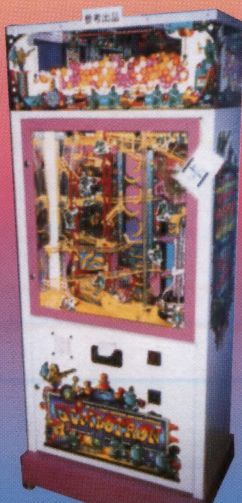
Of particular interest to operators with smaller locations, it can be linked to the Eagle wallbox system.

It heralds a range of new equipment which Rowe will launch onto the international market in 1997.



## GUMBOTRON

Chicago based Innovative Solutions has come up with Gumbatron, a gumball vending machine which is being distributed internationally on an exclusive basis by Fabtek of Seattle, US. The gumball is dispensed after riding through a series of runways, ladders, loops, tunnels and other visible devices, all to the accompaniment of musical sound effects. It is available with instructions in many languages.




## NAMCO - TOKYO WARS

Themed under a camouflaged war-time netting the game will ignite your profits. Again using Namco's Super System 22 one to four players compete in a 3D world utilising state-of-the-art controls. The recoil of the tank platform and fierce game play combine making Tokyo Wars a blast to play. Test reports have continued to show that this game in a four station configuration achieve high earnings.



# DATA EAST'S STADIUM HERO '96™



MΛC



## Be your own hero!

- Full game buy-in option that eliminates interruptions for players and increases earnings for the location.
- A variety of special pitchers when needed with Super Hero Powers!
- Special batters with Super Hero power when you have to score to win.

- Turbo running offense and defensive players
- Fully animated players for smooth game play
- Exciting action fun for the Big & Little Leaguer
- Special "ball cam" gives you the ball's eye view, for a unique perspective
- Play with your buddy, the computer, or play in the tournament mode!



# WHATS HAPPENING

## WHY OPERATORS SHOULD SUPPORT KONAMI

Since its period in the doldrums two years ago, Konami has been wrenched back to health under the regime of Kagemasa Kozuki. Many staff in areas considered superfluous, such as overseas sales, have been fired; all available resources have been focused on R&D; and the end result is that at JAMMA '96, the choice of Number One driving game came down to a toss up between Konami's GTI Club and Sega's Touring Car Championship.

This emergence of Konami as a potential force to challenge Sega and Namco is a welcome development for operators since the extra competition will help keep prices at a reasonable level. But more importantly, unlike Sega and Namco, Konami is not a major arcade operator which means that Konami's sole aim when selling a game is to

shift as many units as possible. For Sega and Namco however, other factors come into play.

Arcade operation is a major source of revenue for both Sega and Namco and since hit games can play a key role in increasing business, both companies naturally take advantage of their ability to control the flow of products. With Virtua Fighter 3, for example, Sega is placing the game in its own arcades first and only selling to other operators one month later.

This is the situation in Japan and with Sega and Namco now extending their operating empires all over the world, it must be a concern for arcade operators everywhere that they will not be able to procure games on equal terms. This is why a third strong manufacturing force in the market could make a real difference.

## PRESS RELEASE

Long Beach, California (October 18, 1996) The Works, an international design and development company, received the nod from the Pasona Group of Kobe, Japan to begin schematic design on a multi-million dollar mixed-use complex in that city's redeveloping port area. With the working title of CyberSeas, this project is part of a major restoration effort for key areas of the city devastated by the 1995 earthquake.

The Pasona Group (a billion dollar personnel consulting and development firm with offices worldwide) requested a novel, upbeat design approach to the project that would reflect the optimism of the city's rebirth. Remembering The Works from previous projects. Pasona's top management had no qualms about putting The Works in a creative leadership position. A large part of the mission of the CyberSeas project is the creation of thousands of new jobs for the Kobe region.

## THOMSON WIPES OUT WITH NEW DISC

The latest video disc compilation from Thomson Entertainment for its Venturer S2 simulator features a selection of five rides.

In Colorado Wipe Out a snowy forest flashes by as riders speed down a mountain track aboard a snowmobile.

Driving with Dolphins immerses viewers in the dolphin's natural habitat.

Rollercoaster Spectacular, meanwhile, recreates the twists and loops of the famous Alton Towers rollercoaster.



# RTS

## JAPANESE GAME MACHINE

### CONVERSION GAMES

1. Capcom X-Men vs SF
2. Capcom Quiz Nanairo...
3. Namco Quiz My Angel
4. SNK Stakes Winner 2
5. Namco Dancing Eyes
6. Cpacom SF Zero 2 Alpha
7. Sega Dynamite Baseball
8. SNK King of Fighters 96
9. Vid.Sys. Mahjong Final...
10. Ralzing Terra Diver

### DEDICATED GAMES

1. Sega Virtua Fighter 3
2. Namco Alpine Surfer
3. Namco Prop Cycle
4. Taito Side By Side
5. Sega Gunblade
6. Sega Virtua Cop 2
7. Sega Virtual On
8. Namco Ace Driver
9. Sega Rally Championship
10. Namco Rave Racer

### PINBALL

1. Williams Congo
2. D.East Jurassic Park
3. Sega Batman Forever
4. Capcom Pinball Magic
5. Sega Frankenstein



## AMERICAN TOP 60 VIDEO & PINBALL

- |                                  |                                    |
|----------------------------------|------------------------------------|
| 1. Sega Daytona USA              | 31. Sega Apollo 13                 |
| 2. Namco Prop Cycle              | 32. Capcom Street Fighter Alpha 2  |
| 3. Midway Cruisin' USA           | 33. Namco Cyber Cycles             |
| 4. Sega Virtua On                | 34. Williams Road Show             |
| 5. Bally Attack from Mars        | 35. Capcom D&D Shadow Over Mystara |
| 6. Atari Area 51                 | 36. Sega Outrunners                |
| 7. Namco Time Crisis             | 37. Atari T-Mek                    |
| 8. Incred.Tec Golden Tee 3D Golf | 38. Namco Lucky & Wild             |
| 9. Namco Alpine Racer            | 39. Dynamo Tournament Solitaire    |
| 10. Williams Touchmaster         | 40. Bally Who Dunnit               |
| 11. SNK Metal Slug               | 41. Williams Star Trek TNG         |
| 12. Merit Megatouch IV           | 42. Midway War Gods                |
| 13. Sega Manx TT                 | 43. SNK Art of Fighting 3          |
| 14. Namco Tekken 2               | 44. Capcom Break Shot              |
| 15. Williams Arabian Nights      | 45. Sega Virtua Cop                |
| 16. Bally Theatre of Magic       | 46. SNK Windjammers                |
| 17. Sega Sega Rally              | 47. Konami Run & Gun 2             |
| 18. Sega Indy 500 Twin           | 48. Williams Flintstones           |
| 19. Bally The Addams Family      | 49. Premier Big Hurt               |
| 20. Atari COPS                   | 50. Sega Goldeneye                 |
| 21. Namco Soul Edge 2            | 51. Incred.Tec World Class Bowling |
| 22. Sega Twister                 | 52. Williams Safecracker           |
| 23. Capcom Marvel Super Heroes   | 53. Sega Virtua Fighter 2          |
| 24. Sega Virtua Cop 2            | 54. Fabtek Viper Phase 1           |
| 25. Midway NBA Hang Time         | 55. Namco Point Blank              |
| 26. Micro Magical Touch          | 56. Bally World Cup Soccer         |
| 27. Taito Bust-A-Move Again      | 57. Namco Soul Edge                |
| 28. Dynamo Solitaire Challenge   | 58. Sega Indy 500                  |
| 29. Merit Megatouch              | 59. Namco Suzuka 8 Hours           |
| 30. TVL Concorde 1               | 60. Kaneko Great 1000 Mile Rally 2 |



## TIME OUT NEW ZEALAND

### CONVERSION GAMES

1. Capcom X-Men vs SF
2. Sega Virtua Fighter 2
3. Sega Die Hard
4. Capcom SF Alpha 2
5. Sega Virtua Striker
6. Capcom SF Puzzle
7. Capcom SF Alpha
8. SNK King of Fighters 96
9. Namco Tekken 2
10. Taito Ray Storm

### DEDICATED GAMES

1. Sega Sega Rally
2. Namco Time Crisis
3. Sega Gunblade
4. Sega Virtua Cop 2
5. Sega Daytona
6. Namco Prop Cycle
7. Namco Ace Driver
8. Namco Alpine Racer
9. Namco Point Blank
10. Sega Manx TT

### PINBALLS

1. Williams Arabian Nights
2. Sega Twister
3. Gottlieb Barbwire
4. Sega Apollo 13
5. Bally Theatre of Magic



## TIMEZONE

### CONVERSION GAMES

1. Capcom X-Men vs Streetfighter
2. Namco Point Blank
3. Sega Die Hard
4. Midway NBA Hang Time
5. Sega Last Bronx
6. Taito Raystorm
7. Data East Stadium Hero 96
8. Sega Virtua Striker
9. Capcom Streetfighter Zero 2
10. Sega Decathlete

### DEDICATED GAMES

1. Gaelco Speed Up
2. Taito Side By Side
3. Sega Virtua Fighter 3
4. Sega Gun Blade
5. Namco Alpine Surfer
6. Sega Gun Blade
7. Sega Daytona USA
8. Sega Rally Championship
9. Konami Crypt Killer
10. Namco Time Crisis

### PINBALLS

1. Bally Scared Stiff
2. Williams Arabian Nights
3. Bally Attack from Mars
4. Williams Johnny Mnemonic
5. Bally Theatre of Magic
6. Bally No Fear
7. Bally Safe Cracker
8. Williams Congo
9. Bally Who Dunnit
10. Bally Indy 500

### REDEMPTION

1. LAI Mouse Attack
2. Jaleco Spider Stompin'
3. LAI Tickee Tickats
4. LAI Stadium Basketball



## PLAYMETER

### DEDICATED GAMES

- |                               |      |
|-------------------------------|------|
| 1. Sega Daytona USA           | 1545 |
| 2. Midway Cruisin' USA        | 1401 |
| 3. Namco Time Crisis          | 393  |
| 4. Namco Alpine Racer         | 615  |
| 5. Namco Cyber Cycles         | 568  |
| 6. Sega Virtua Cop 2          | 507  |
| 7. Midway War Gods            | 62   |
| 8. Dynamo Solitaire Challenge | 1120 |
| 9. Atari COPS                 | 472  |
| 10. Sega Indy 500 Twin        | 307  |

### CONVERSION GAMES

- |                                    |     |
|------------------------------------|-----|
| 1. Atari Area 51                   | 614 |
| 2. Sega Die Hard Arcade            | 57  |
| 3. Incred. Tech Golden Tee 3D Golf | 543 |
| 4. Merit Megatouch IV              | 322 |
| 5. Namco Tekken 2                  | 698 |
| 6. Merit Megatouch                 | 610 |
| 7. SNK Metal Slug                  | 250 |
| 8. Dynamo Tournament Solitaire     | 303 |
| 9. Worldwide Strikers 1945         | 104 |
| 10. Williams Touchmaster           | 89  |

### PINBALLS

- |                            |      |
|----------------------------|------|
| 1. Bally Attack From Mars  | 377  |
| 2. Williams Arabian Nights | 138  |
| 3. Bally Theatre of Magic  | 887  |
| 4. Sega Twister            | 147  |
| 5. Bally Addams Family     | 2932 |
| 6. Williams Star Trek: TNG | 1520 |
| 7. Sega Apollo 13          | 265  |
| 8. Capcom Breakshot        | 48   |
| 9. Bally World Cup Soccer  | 945  |
| 10. Williams The Shadow    | 381  |

### REDEMPTION

1. Challenger Snack Attacker
2. CCI Home Run Hitter
3. ICE Cyclone
4. Phoenix Roun 'n Round



# INDUSTRY \$ VOLUME DIPS

## INDUSTRY DOLLAR VOLUME DIPS IN 1995; PINBALL VOLUME RECAPTURES LEAD FROM VIDEOGAMES

Although six of nine product categories showed increases, the industry's overall dollar volume declined an estimated eight percent in 1995 vs 1994, according to Vending Times magazine's recently published 1996 Industry Census.

Total dollar volume was estimated at \$NZ8.9 billion in 1995, down from \$NZ9.8 billion the previous year. Videogames, pinball and "prize dispensing" games (defined primarily as cranes) were down; kiddie rides, specialised arcade games (ie redemption), pool, darts, soccer tables and shuffle alleys were up. Of these growth categories, kiddie rides posted the largest gains.

And, for the first time in several years, the pinball game dollar volume topped those of videogames even though there were slightly more videogames on location.

Said Vending Times: "The growing number of personal computers that run entertainment software has taken a large piece out of the commercial videogame market, while the cost of high-tech video simulators and new pinball machines has limited new equipment purchases by operators."

The number of coin-op games on location in these product categories declined to an estimated 2.05 million in 1995 vs and estimated 2.24 million in 1994.

In 1995, games accounted for an estimated 50 percent of revenues for music and games operators followed by music (20 percent), cigarette vending (two percent - down from five percent in 1993 and three percent in 1994) and "other" vending at 28 percent - by far the largest growth area. "Other" was 23 percent in 1993 and 25 percent in 1994.

Please note that these are percentages and do not reflect actual dollar volume figures.

Videogames and Pinball: Videogames held on to the numeric lead with an estimated 750,000 games on location in 1995 - down from 860,000 the previous year. However, the videogame dollar volume, in dropping from \$NZ3.4 billion in 1994 to an estimated \$NZ2.78 billion in 1995, lost its first place standing to pinball.

There were an estimated 700,000 pinball games on location in 1995 - down from 800,000 in 1994. But pinball's estimated dollar volume was \$NZ2.85 billion down from an estimated \$NZ3.51 billion in 1994 but still putting it ahead of videogames in 1995.

Pool and Darts: Both of these categories continued to be strong performers in 1995, perhaps benefiting from league play. There were an estimated 274,000 pool tables on location in 1995 (vs 265,000 the previous year) with \$NZ1.53 billion in dollar volume (vs \$NZ1.43 billion in 1994).

There were an estimated 204,000 electronic dart games on location in 1995 - up from an estimated 195,000 the previous year with a dollar volume estimated at \$NZ1.03 billion up from an estimated \$NZ985 million in 1994.

Redemption games - or specialised arcade games, as VT calls them - continued to be a winner for operators as the number of units on location reached 50,000 in 1995 (up from 44,000 in 1994) and a dollar volume estimated at \$NZ297 million - up from \$NZ251 million the previous year.

Prize dispensing - or crane games - experienced their third year of declines with an estimated 40,000 games on location, down from an estimated 45,000 in 1994 and \$343 million in dollar volume in 1995 - down from \$NZ400 million the previous year.

As for other categories, kiddie rides experienced healthy growth in 1995 with an estimated 3,000 rides on location - up from an estimated 2,420 in 1994. Dollar volumes increased a solid 32.4 percent - from approximately \$NZ8 million in 1994 to \$NZ10.7 million in 1995.

CD jukeboxes were operated by an estimated 83 percent of surveyed operators - up from 81 percent in 1994. The average number of jukeboxes per operation was estimated at 65 for 1995. Fifty percent of surveyed operators reported an increase in gross jukebox revenues for 1995 compared to 80 percent in 1994.

As for generic music "type" played on the jukebox, the magazine estimated the following in 1995: 30 percent "country", 56 percent pop (including college/alternative) and 14 percent "r&b".

Location types: taverns and bars were the most predominant location "type" for operators in 1995 followed by restaurants, retail stores and shopping malls (tie), private clubs and "other".





# ACCOUNTANTS CORNER

We have almost finished a very busy year for Coin Cascade and the TimeOut group. A year of great change for the industry and the team at Coin Cascade. Everybody at Coin Cascade is very proud of our achievements this year and we are all very excited about the challenges the new year will bring.

I have enjoyed meeting or talking to a number of clients this year and I know that many of you have been very busy setting goals for your business for the new year.

Remember you set a goal so your business will improve and progress. But you need one thing more. You must have an objective way to measure progress. Otherwise, you'll have little idea if you're accomplishing your goals or not. Without a form of measurement, your goals will remain only a statement of good intent ... to which everyone agrees, but for which no one is held accountable.

I wish you all a very merry Christmas and a Happy New Year and for the large number of our clients, staff and management in the TimeOut Group that I know have worked very hard this year I have included an article from the Main Report on BURN OUT.

If your job is your only source of satisfaction, then you may be heading for burnout. It is unrealistic to expect your work to satisfy all your needs.

AYALA PINES AND

Elliot Aronson, authors of Career Burnout, say that candidates for burnout are idealists, who choose a career because they think they can make a difference in it.

In doing so, they put themselves in situations which are emotionally demanding ... And that causes physical, emotional and mental exhaustion.

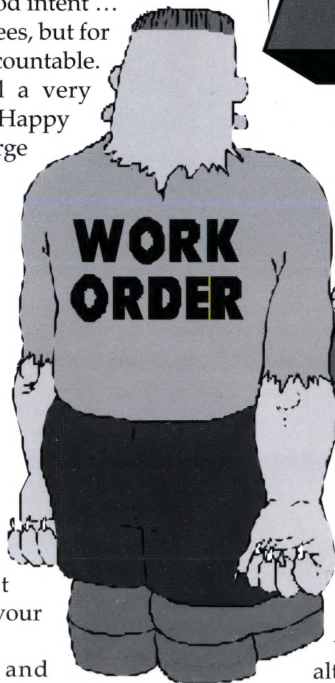
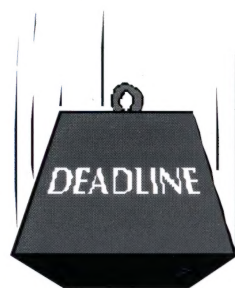
Success at work is an idealist's primary goal. After the "high" of their first victory subsides, they take success for granted and constantly worry about failure.

You can protect yourself from burnout by developing interests outside of work ... Set goals for your private life and work which give purpose and meaning to your existence.

Companies can help by ... Recognising that some jobs are stressful ... Providing support and time out ... And organising activities to examine work pressure. Employees should be kept busy, but not buried under an avalanche of work.

If you think you are in danger of burnout, take a look at yourself ... Are you always rushing and hurrying others along? If so, make some changes.

Examine the changes you would like to make in your daily life, how much power you have to make them happen and what your alternatives are.



## DOES YOUR MOTIVATION NEED A BOOST?

Everyone needs encouragement at times - especially if they work in customer service. But the reality of daily life is that most people are not routinely cheered on by those around them. Even family and friends may not be aware of your particular emotional needs unless you have made a special effort to discuss them.

You may feel uncomfortable taking a realistic look at your enthusiasm level. But if it seems lower than usual, you may be lacking the inspiration to work effectively. And your career and personal growth may be placed on hold. You could be holding up progress in your co-workers, too.

Here are some low-motivation symptoms to help you determine if your personal enthusiasm needs a jump start:

Working compulsively. Do you stick to old work habits - even if they seem counterproductive? Sometimes, we get so caught up in the comfortable status quo that we will exhaust ourselves defending it. Ironically, the status quo may be the primary reason for a drop in motivation.

Focusing on pointless details. If you're sweating over every minute detail, chances are you're not applying your energies where they would be most useful.

Taking a "know it all, seen it all" approach. Complacency is the No.1 killer of creativity. If you assume that you have nothing new to learn, you shut yourself off from accepting any new, creative, and better ideas.

If that happens, it's likely that your job (and your life in general) will become lacklustre and boring.

There's also a good chance that you'll make more mistakes because you assume that every situation is the same as the one that preceded it - even though common sense tells you that customer situations can differ radically.

Realise that life is not that predictable. It's up to each one of us to discover what life has to offer us. Keep an open mind. Don't be lulled into thinking that, to be secure, you have to be merely routine. Look at what happened to the dinosaurs when they failed to adapt.

Resorting to generalisations. Do the people you encounter all seem the same? Do you lump people into categories, such as "customers", "staff", and "sales people"? If so, you're missing out on the uniqueness each person brings to this world. And you're over looking the contributions you can make to them. The differences are there - it's up to you to discover them.

Overlooking the value of small changes. Change occurs whether we want it to or not - or whether we choose to acknowledge it or not. We're all history if we don't accept change and make it work to our advantage.

There are still those who think changes don't make that much difference in "the big picture", that things stay basically the same. What they don't realise is that any significant change is actually the culmination of a series of small changes.

If you can see the value that even the smallest changes can make, you will probably be energised to take an active part in them. And that can banish even the most persistent doldrums.

